

Message Text

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PAGE 01 STATE 238847

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TAGS: BEXP, NO

SUBJECT: EXPORT PROMOTION QUESTIONNAIRE

1. OFFICE OF ECONOMIC RESEARCH IN COOPERATION WITH BUREAU OF INTERNATIONAL COMMERCE IS UPDATING AND EXPANDING TWO PREVIOUS STUDIES ON COMPARATIVE EXPORT PROMOTION. IN ADDITION TO SUPPLYING REPLIES TO THE QUESTIONS BELOW, IT WOULD BE APPRECIATED IF YOU COULD HIGHLIGHT ANY EXPORT PROMOTION TECHNIQUES IN NORWAY, WHICH YOU BELIEVE TO BE ESPECIALLY UNIQUE OR EFFECTIVE. SHORT DEADLINE IS REGRETTEED, BUT YOUR TELEGRAPHIC REPLY REQUIRED BY JANUARY 4 TO ALLOW PREPARATION COMPARATIVE REPORT FOR OMB.

2. A NORWEGIAN EMBASSY AIRGRAM OF NOVEMBER 19, 1971, INDICATED THAT ONE THRUST OF THE NORWEGIAN EXPORT PROMOTION PROGRAM INTO EASTERN EUROPE WAS TO BE IN THE AREA OF INDUSTRIAL KNOW-HOW. HOW IS THIS SPECIFIC PRODUCT PROMOTED?

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PAGE 02 STATE 238847

IS THIS AN AREA OF CONCENTRATION IN OTHER MARKETS OUTSIDE

EASTERN EUROPE?

3. WHAT WAS BASIS FOR THE DECISION TO FINANCE THE NORWEGIAN
EXPORT COUNCIL FROM A LEVY ON EXPORTS? IS THERE ANY CONCERN
THAT THIS COULD HAVE NET EFFECT OF RAISING THE PRICE OF
NORWEGIAN GOODS ON THE WORLD MARKET AND CONSEQUENTLY MAKING
THEM LESS COMPETITIVE. KISSINGER

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